



USAID
FROM THE AMERICAN PEOPLE



NEW PARTNERSHIPS INITIATIVE

December 2020

As 2020 comes to a close, we reflect on the lessons learned from the year's unique challenges, and we recognize the tremendous efforts that have enabled USAID to diversify its partner base. From celebrating [success stories in the field](#) to the creation of educational resources like "[Acronym Soup](#)," we continue to expand our outreach efforts, enabling us to become champions of collaboration and coaches for innovation.

To continue this trajectory, we are excited to introduce [WorkwithUSAID.org](#) in 2021, a global resource hub that will enable organizations on their pathway to partnership. Visit the Incubator Corner section below to learn more!

To kick off the new year, we are pleased to invite you to participate in [How to Work with USAID webinar](#) on Wednesday, January 13. See details about the webinar below.

[Learn more about NPI](#)

News You Can Use



SAVE THE DATE



How to Work with USAID

Webinar presented by
USAID Industry Liaison Matt Johnson

Wednesday, January 13, 2021
10 a.m. - 11 a.m. ET

How to Work with USAID Webinar

Join us on Wednesday, January 13, at 10:00 a.m. ET for a webinar explaining how to work with USAID. You will learn about the Agency's operations, key terms you need to know, tips for submitting proposals, finding funding opportunities, and more! You will also have an opportunity to ask questions of USAID staff. Register today!

[Register here](#)

Business Forecast Questions & Answers

You asked, we answered! On November 19, USAID held its [FY2021 1st Quarter Business Forecast call](#). These calls enable implementing partners to submit questions about opportunities listed on our [Business Forecast](#).

NPI-related highlights include:

- **What kind of NPI solicitations are expected to be released in FY2021?** USAID is encouraging the principles of NPI to be incorporated into all new funding opportunities. As a result, partners will see opportunities for new and underutilized partners in many of USAID's more traditional awards. In addition, over the past few months, all 77 of USAID's Missions and overseas operating units completed two-year NPI action plans, which identified over 500 anticipated programs and a significant number of actions that may target new and underutilized partners.
- **What areas of capacity are targeted most directly under NPI?** As part of NPI and as envisioned in the [Acquisition and Assistance Strategy](#), USAID is shifting focus on local capacity development to measure success by the strengthened performance of local actors and systems in achieving and sustaining development results.
- **Is USAID planning to provide guidance for the types of the capacity building needed for NPI local partners?** As USAID finalizes its Local Capacity Development Policy, implementing partners will receive updates and invitations to webinars about the policy. In the meantime, implementing partners can learn more about capacity building and the [CBLD-9 indicator](#) on USAID's NPI website.

[Access the Business Forecast](#)



Over the Horizon Strategic Review: Preparing for a World Altered by COVID-19

COVID-19 has had—and will continue to have—an extraordinary impact on USAID's partner countries and their people. The Agency must therefore prepare for lasting changes to the development and humanitarian landscape in the medium to long term. To prepare the Agency to meet these challenges and opportunities, USAID launched the

Over the Horizon (OTH) Strategic Review. Through the review process, OTH has conducted deep analysis and thoughtful scenario planning and engaged stakeholders in and outside of the Agency. The results of

these efforts are a set of focus countries where opportunity intersect. OTH also encompasses the adaptations and the increased program cycle and procurement flexibilities needed to tailor our technical and operational approaches in these priority locations. To read more about OTH, its analysis and recommendations, visit the OTH website.

[Over the Horizon website](#)

Registration "Eggspectation"



To work with the U.S. Government (and with USAID), all organizations must secure a DUNS identification and a CAGE code (for U.S. organizations) or NCAGE code (for non-U.S. organizations), and must register in SAM, the System for Award Management.

Registration for DUNS, CAGE/NCAGE, and SAM is free, but it takes time and preparation to complete each registration correctly. Follow this simple recipe for partnership success so you know what to expect, or egg-spect, before getting started. And remember to download our [quick reference guide on USAID.gov!](#)



Spotlight on NPI Approaches

Catholic University of Erbil Helps Survivors of ISIS Rebuild

Just over a year ago, the Catholic University of Erbil set out to help with the reintegration within their communities of people from northern Iraq's many minority religious and ethnic groups, particularly those that ISIS targeted for genocide. This effort marked the start of a process to restore the once-rich tapestry of millennia-old cultures that make the area unique.

[Read more](#)

Proximity International: The Journey from Sub-Contractor to Prime

Through NPI, USAID aims to tap into the local connections and expertise of partners that have little to no experience working with the Agency as a prime implementer. Read how Proximity International worked to meet USAID requirements and leveraged its deep experience working in remote areas and conflict zones to eventually win two prime USAID awards.

[Read more](#)

Haitian Konbit Program Builds Solid Foundations

Building the capacity of local organizations is central to the goals of the New Partnerships Initiative. Read how one Haitian organization elevated local leadership and equipped partners in Haiti with the resources and skills to be effective agents of change in their community.

[Read more](#)



Incubator Corner

Partner Rebrand Awarded for Innovative Design

AgriCentric Ventures, a Ghana-based business and a recipient of the Partnerships Incubator acceleration incentives package, was awarded a 2020 MarCom Gold Award for Brand Identity. The MarCom Awards, presented by the Association of Marketing and Communications Professionals, recognize outstanding achievement by creative professionals involved in the concept, direction, design, and production of marketing and communication materials and programs.



ECO-FRIENDLY, FARMER-INSPIRED BIO SOLUTIONS

The brand identity was developed by the NPI Incubator team to address a gap in the company's ability to convey the unique value of its services and products in a manner that resonates with and attracts customers. AgriCentric Ventures is now equipped to leverage its logo, visual identity, and slogan to effectively communicate its mission and values.

Coming Soon: WorkwithUSAID.org

In 2021, the Partnerships Incubator will launch WorkwithUSAID.org, a global resource hub dedicated to ensuring the success of organizations interested in working with the Agency. This website will be your one-stop shop for the resources, connections, and support you need to engage with the USAID. Want to be the first to try it out? Visit our [pre-launch landing page](#) now to enter your contact information, and we will notify you when the site is ready.

We Hear You! Audience Insights Report

The Partnerships Incubator convened a diverse group of partners to provide feedback on some of the new NPI communication materials. Through both focus group discussions and an online survey, participants provided valuable feedback on the new direction of partner resources.

"I really appreciate all the work you're doing to level the playing field so good ideas can compete with good ideas," said one focus group participant.

Reviewers told us that the products cover the key objectives USAID partners need to know and that they

appreciated the effort to make the style and tone more engaging, inviting, and accessible. They also suggested that resources could be improved by more clearly directing partners to the next step. In addition, both focus group participants and survey respondents asked for more peer-to-peer connections and more opportunities to network with USAID staff and other development actors.

We hear you! Throughout 2021, we will continue working to create new and improved opportunities for you to connect with the team at USAID.

[Read summary of Audience Insights Report](#)



NPI Award Announcements

Updates on the "Communities Lead COVID-19 Response and Oxygen Ecosystem" NPI Opportunity

USAID is reviewing all of the concept papers received as a part of the [Communities Lead COVID-19 Response and Oxygen Ecosystem solicitation](#) and plans to respond to all applicants after January 1. Please continue to monitor [Grants.gov](#) and this newsletter for additional information.



Did you miss the latest Business Forecast quarterly review? Listen to the recording of the call for helpful information, including how changes to the ADS 201 Program Cycle may affect you:
<https://bit.ly/35Ng6WI> #WorkWithUSAID

FOLLOW US!

Resources



Co Creation Process

Through NPI, we've simplified the process of working with USAID. Applicants can submit a five-page concept note. From there, the Agency works hand in hand with the applicant.



Key NPI Definitions

What's a "new" partner or "underutilized" partner? Read how USAID's New Partnerships Initiative defines the terms that guide funding decisions.



Working with USAID

USAID offers a host of resources available online for businesses and organizations that are new to working with the Agency. Click on the link above to access those resources.

Visit [USAID.gov/NPI](https://www.usaid.gov/NPI) for the latest news and funding opportunities.

[Subscribe to the New Partnerships Initiative Newsletter](#)